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The stock market has once again reached the 10,000 level and there seems to be a more optimistic view of the market in general. Home sales have shown a nice rebound in comparison to September of last year, and mortgage rates have remained very affordable. In the eight county reporting district tracked by the South Central Wisconsin MLS, home sales increased from last September in seven of the eight counties. Only Rock County lagged last year's results and Dane County showed nearly a 20 percent increase in reported sales activity.

The \$8,000 tax credit sunset is rapidly closing in and we have seen many first time buyers take advantage of the incentive. Homes in the \$100,000 to \$200,000 bracket constitute approximately 42% of all active residential listings on the South Central Wisconsin MLS, but account for over 47% of all sales. In contrast, homes with list prices of \$300,000 and up make up nearly 20% of all active residential listings, but account for only about 8.5% of all sales.

The September results mark the third straight month that sales in Dane County surpassed the same month from last year. An extension of the tax credit beyond November may be the determining factor in how the balance of 2009 performs. Certainly inventory and mortgage rates are making this a buyer's market and the credit has helped get many consumers off the fence. Confidence seems to have gained ground and recent articles in the local newspapers have been supportive. It is encouraging to see the media once again get behind the message we have been sending for the last year, "It's a great time to buy a home!"

South Central Wisconsin MLS Sold & Active Residential Listings (Including Condos)

SEPTEMBER & Year-to-date Statistics 2009

* Sales reported as of October 15, 2009

	September			January - September		
	2009	2008	2007	2009	2008	2007
COLUMBIA COUNTY						
# New Listings	115	121	117	1,223	1,377	1,405
# Sales	*48	46	51	*380	352	573
Average Sale Price	164,496	176,393	184,165	159,122	182,995	185,047
Median Sale Price	150,500	161,450	167,500	146,000	159,900	165,000
Total # Active Residential Listings at end of Period	821	842	751	821	842	751
DANE COUNTY						
# New Listings	881	948	969	8,844	10,698	11,328
# Sales	*450	377	412	*4,217	4,461	5,648
Average Sale Price	220,935	255,893	262,280	228,186	248,405	250,529
Median Sale Price	195,000	207,900	220,000	205,000	214,900	216,593
Total # Active Residential Listings at end of Period	4,594	5,087	5,356	4,594	5,087	5,356
DODGE COUNTY						
# New Listings	107	92	103	906	995	1,055
# Sales	*53	43	36	*395	367	485
Average Sale Price	119,782	135,443	164,862	130,720	154,198	157,965
Median Sale Price	111,900	128,000	134,950	118,900	134,000	135,000
Total # Active Residential Listings at end of Period	597	660	640	597	660	640
GRANT COUNTY						
# New Listings	52	45	31	449	370	404
# Sales	*22	19	26	*230	187	243
Average Sale Price	93,620	117,626	125,443	117,615	137,942	126,455
Median Sale Price	78,000	100,000	114,950	107,800	105,000	108,500
Total # Active Residential Listings at end of Period	290	305	244	290	305	244
GREEN COUNTY						
# New Listings	66	70	66	596	616	603
# Sales	*35	19	32	*250	244	299
Average Sale Price	134,948	163,120	161,227	151,801	159,723	166,506
Median Sale Price	126,000	160,000	128,950	128,000	131,450	139,000
Total # Active Residential Listings at end of Period	356	402	291	356	402	291
IOWA COUNTY						
# New Listings	42	38	40	386	445	474
# Sales	*19	8	14	*153	144	190
Average Sale Price	154,257	140,675	188,278	163,627	157,610	179,809
Median Sale Price	116,000	138,000	166,950	125,000	139,200	157,500
Total # Active Residential Listings at end of Period	260	274	267	260	274	267
ROCK COUNTY						
# New Listings	337	324	346	2,651	3,240	3,537
# Sales	*143	157	186	*1,180	1,299	1,819
Average Sale Price	116,115	132,840	132,740	120,293	129,865	138,554
Median Sale Price	112,900	129,400	124,950	115,000	122,200	129,900
Total # Active Residential Listings at end of Period	1,446	1,762	1,519	1,446	1,762	1,519
SAUK COUNTY						
# New Listings	132	141	118	1,167	1,196	1,344
# Sales	*57	31	59	*420	411	598
Average Sale Price	147,687	135,608	175,024	157,923	174,759	182,334
Median Sale Price	131,000	129,900	152,500	141,000	155,000	157,500
Total # Active Residential Listings at end of Period	945	901	850	945	901	850

NOTE - This representation is based in whole or in part on data supplied to the South Central Wisconsin MLS Corporation by its Participants. The MLS does not guarantee and is not responsible for its accuracy. Data maintained by the MLS does not reflect all real estate activity in the market.

South Central Wisconsin MLS

SEPTEMBER STATISTICS

2009

9/1/09 - 9/30/09



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/Co-Op
less than 30,000	77	3
30,000 - 39,999	97	4
40,000 - 49,999	155	7
50,000 - 59,999	198	49
60,000 - 69,999	257	42
70,000 - 79,999	297	36
80,000 - 89,999	371	78
90,000 - 99,999	360	119
100,000 - 119,999	706	231
120,000 - 139,999	885	372
140,000 - 159,999	811	321
160,000 - 179,999	878	315
180,000 - 199,999	829	268
200,000 - 249,999	1,431	358
250,000 - 299,999	982	211
300,000 - 399,999	1,023	213
400,000 - 499,999	391	123
500,000 - 749,999	454	76
750,000 - 999,999	181	19
over 1,000,000	129	7
Total Types	10,512	2,852
Average price	253,960	210,556

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/Co-Op
less than 30,000	9	14	6	0
30,000 - 39,999	7	6	1	1
40,000 - 49,999	10	15	4	1
50,000 - 59,999	9	18	3	3
60,000 - 69,999	6	10	7	4
70,000 - 79,999	13	11	3	3
80,000 - 89,999	12	19	2	9
90,000 - 99,999	10	18	6	10
100,000 - 119,999	12	43	10	14
120,000 - 139,999	13	60	15	30
140,000 - 159,999	10	64	13	20
160,000 - 179,999	10	59	24	11
180,000 - 199,999	3	50	16	12
200,000 - 249,999	4	73	39	8
250,000 - 299,999	4	41	26	8
300,000 - 399,999	1	20	31	4
400,000 - 499,999	0	4	10	0
500,000 - 749,999	1	3	11	2
750,000 - 999,999	0	0	0	0
over 1,000,000	0	0	1	0
Total Types	134	528	228	140
AVERAGE PRICE	106,714	162,707	230,855	154,319

TERMS OF SALE (SALES)	
CASH	167
CONVENTIONAL	678
FVA/FHA	154
WHEDA	0
ASSUMPTION	0
SELLER	8
OTHER	23

*Sales for the month & current active listings are reported as of 10/15/09. The Current Active Listings Chart includes all listings available for showings, including those with offers to purchase. This representation is based in whole or in part on data supplied to the South Central Wisconsin MLS Corporation by its Participants. The MLS does not guarantee and is not responsible for its accuracy. Data maintained by the MLS does not reflect all real estate activity in the market.